

Message Text

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PAGE 01 STATE 082139

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ORIGIN COME-00

INFO OCT-01 NEA-05 ISO-00 EB-05 RSC-01 /012 R

66650

DRAFTED BY: COM/DIBA/OIM/246:HBHEARN/JVW

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COM/DIBA/PD/216: CGANDREAU NEA: MONTGOMERY

EB/OCA/BR:JNESVIG

----- 026896

R 231543Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMCONSUL DHAHRAN

INFO AMEMBASSY BEIRUT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

UNCLAS STATE 082139

KUWAIT FOR DOHA

E.O. 11652: N/A

TAGS: BEXP, TC, SA, KU, LE, BA, MU

SUBJECT: TRADE MISSION: SPECIALIZED INDUSTRIAL AND TRANSPORTATION
EQUIPMENT

REF: (A) STATE A-1208, (B) STATE A-5961

1. SCHEDULED OCTOBER 1974 DATE SUBJECT MISSION CHANGED TO NOVEMBER
9-23 APPROXIMATELY. DUE PROPOSED PRODUCT COMPOSITION OF MISSION WE
ALSO PROPOSE CHANGE TITLE TO SPECIALIZED MATERIALS HANDLING,
PORTABLE GENERATING AND ROAD MAINTENANCE EQUIPMENT, WHICH ALTHOUGH
UNWIELDY, IS MORE DESCRIPTIVE OF PRODUCT CONTENT. EMBASSY SUGGES-
TIONS THIS REGARD WELCOMED. FOLLOWING IS PRODUCT COMPOSITION WE
PROPOSING PER COMMENTS REPAIRS, POST RESPONSES, AND RESULTS
RESEARCH BY MRO LOUGHLIN SPRING 1973:

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MATERIALS HANDLING

SIC NO. SCH. B. NO.

CRANES:

35314 20 SELF PROPELLED 719.3104
 " TRUCK MOUNTED, NOT OVER 30 TONS CAPACITY 732.0310
 " TRUCK MOUNTED, OVER 30 TONS CAPACITY 732.0315
 35314 81 FRONT END ATTACHMENTS FOR ABOVE 719.3105
 35318 40 SIDE BOOMS FOR HANDLING PIPE 719.3104

HOISTS:

35361 11 HAND CHAIN 719.3134
 ELECTRIC CHAIN (ROLLER AND LINK) "
 16 ELECTRIC WIRE ROPE "
 33 AIR CHAIN "
 35 AIR WIRE ROPE "
 38 OTHER "

WINCHES:

35319 52 EXCEPT TRUCK MOUNTED 719.3140
 35318 78 TRUCK MOUNTED 732.0346
 37112 REFUSE TRUCKS 732.0346

35371 23 INDUSTRIAL TRUCKS AND TRACTORS, OPERATOR
 RIDING, ELECTRIC POWERED 719.3230

INDUSTRIAL TRUCKS AND TRACTORS, OPERATOR

RIDING, GASOLINE POWERED:

35371 36 UNDER 6000 LBS CAPACITY 719.3230
 37 6000 TO 14999 LBS CAPACITY "
 38 15000 LBS CAPACITY AND OVER "
 43 INDUSTRIAL TRACTORS 719.3240

35371 49 OTHER INDUSTRIAL TRUCKS AND TRACTORS 719.3250

35371 41 PORTABLE ELEVATORS OR STACKER 719.3250

ROAD MAINTENANCE

BITUMINOUS PAVERS, DISTRIBUTORS, SPREADERS,

ASPHALT PLANT, OTHER EQUIPMENT:

35316 40 SELF PROPELLED 719.8010
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" TRUCK MOUNTED 732.0346

COMPACTORS AND ROAD ROLLERS:

35318 30 SELF PROPELLED 718.4100
 35319 83 TOWED 718.4228

35318 20 MOTOR GRADERS AND LIGHT MAINTAINERS 718.4224

PORTABLE GENERATORS

36212 GENERATORS, A.C. AND D.C., NOT OVER 150 KW 722.1042
TO
722.1048

GENERATOR SETS:

36214 PRIME MOVER GENERATOR SETS, A.C. AND D.C., GAS
AND DIESEL ENGINE DRIVEN--5 TO 1,000 KW 722.1052 TO
722.1063

36217 FRACTIONAL MOTOR GENERATOR SETS 722.1064

36218 INTEGRAL MOTOR GENERATOR SETS 722.1065

2. A. MATERIALS HANDLING: CRANE TYPES INCLUDE CRAWLER AND WHEEL MOUNTED, FIXED BOOM; MOBILE HYDRAULIC; TRUCK AND HAULER MOUNTED; AND YARD CRANES (WHICH MAY BE EITHER FIXED OR MOBILE). PROPOSE NOT INCLUDE TOWER OR GANTRY CRANES UNLESS POSTS PERCEIVE POTENTIAL SALES OF LATTER FOR PORT USE. MAIN APPLICATIONS ENVISIONED AS PROVIDING MARKET POTENTIAL ARE CONSTRUCTION AND PORT HANDLING, OIL AND OTHER PIPE LAYING AND HANDLING IN THE CASE OF SIDE BOOM CRANES. ASSUME SIMILAR APPLICATIONS FOR HOISTS AND WINCHES.

B. INDUSTRIAL TRUCKS AND TRACTORS (PRINCIPALLY FORKLIFTS) INCLUDED EVEN THOUGH RESEARCH AND POST COMMENTS INDICATED ONLY MODERATE POTENTIAL, ESSENTIALLY FOR CONSTRUCTION AND PORT USE RATHER THAN INDUSTRIAL USE. WOULD PARTICULARLY APPRECIATE POSTS REASSESSMENT OF POTENTIAL THIS ITEM, IN PARTICULAR ANY NEW INDUSTRIAL DEVELOPMENTS OR FUTURE SPECIFIC PROJECT OPPORTUNITIES (E.G., DAMMAN PORT) WHICH MAY APPEAR IMPROVE SALES POTENTIAL FROM THAT INDICATED YEAR AGO.

3. GENERATORS AND GNERATOR SETS: POST RECOMMENDATIONS HAVE GENERALLY REFERRED TO "PORTABLE" GENERATORS AND GENERATOR SETS. FYI, "PORTABLE" USUALLY REFERS TO GENERATOR SETS UP TO 500 KW. SETS UP UNCLASSIFIED

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TO 1,000 KW MAY BE MOUNTED ON SKIDS OR TRAILERS, HOWEVER, AND IN THIS SENSE ARE PORTABLE. PORTABLE GENERATOR SETS HAVE NUMBER OF APPLICATIONS (E.G., SMALL INDUSTRIAL PLANTS OFTEN POWERED BY SETS AS SMALL AS 250 KW), BUT ASSUME POSTS IN RECOMMENDING INCLUSION THIS ITEM HAD MAINLY CONSTRUCTION APPLICATIONS IN MIND. NEED POSTS' ASSESSMENTS TYPE AND EXTENT OTHER POTENTIAL APPLICATIONS AND MAXIMUM WATTAGE WE SHOULD INCLUDE.

4. TENTATIVE ITINERARY NOW SAUDI ARABIA, KUWAIT, UAE, QATAR. FOR JIDDA: EXCEPT IN CASE PORT AUTHORITIES, IT OUR IMPRESSION THAT GOVERNMENT UNLIKELY BUY PROPOSED MISSION PRODUCTS, AS WORK USING SUCH PRODUCTS LIKELY BE CONTRACTED TO PRIVATE FIRMS. ACCORDINGLY, WE PROPOSE MISSION VISIT JIDDA AND DHAHRAN ONLY UNLESS EMBASSY SEES COMPELLING REASON FOR MISSION VISIT RIYADH. EVEN LIMITING TO TWO STOPS SAUDI ARABIA POSES PROBLEM OF SELECTING OTHER STOPS FROM AMONG

KUWAIT, QATAR, AND UAE (PARTICULARLY IF ABU DHABI RECOMMENDS VISITS BOTH ABU DHABI AND DUBAI), SINCE PRACTICAL CONSIDERATIONS LIMIT MISSIONS TO 4 STOPS EXCEPT IN COMPELLING CIRCUMSTANCES. POSTS REQUESTED BEAR THIS IN MIND IN ASSESSING POTENTIAL FOR AND DESIRABILITY OF VISITS TO RESPECTIVE CITIES.

5. NEED BY MAY 8 IF POSSIBLE POST COMMENTS ON PROPOSED PR
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TAGS: BEXP, TC, SA, KU, LE, BA, MU
To: ABU DHABI MULTIPLE
Type: TE
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